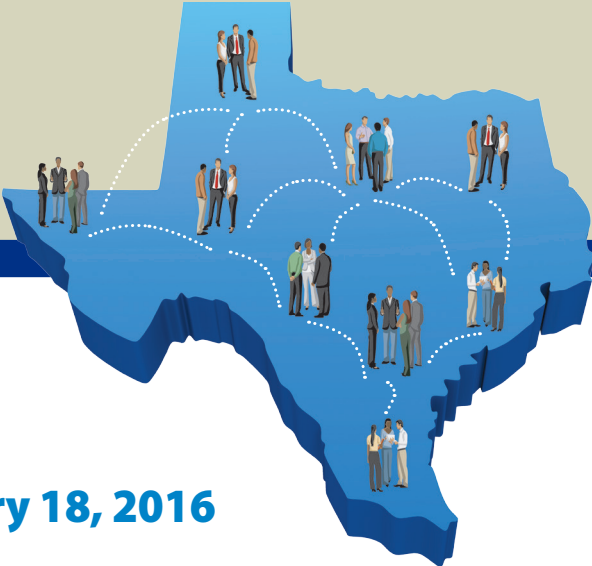


AGENDA



Statewide Historically Underutilized Business Program
2016 Procurement Connection Seminar & EXPO

Thursday, February 18, 2016

7:45 a.m. – 8:30 a.m. **Registration**

8:30 a.m. – 9:00 a.m. **Welcome Remarks**

9:00 a.m. – 3:30 p.m. **Exhibit Hall**

Workshops

9:30 a.m. – 10:30 a.m. **(Concurrent Workshops)**



Certification & Benefits of Certification

Orange Room (Downstairs)

The Texas Comptroller of Public Accounts, Golden Triangle Minority Business Council and Texas Department of Transportation will provide you with information on how to become HUB certified, CMBL registered, DBE, MBE and WBE certified.

Presenters: **Paul Gibson**, Manager, Statewide HUB Program, Texas Comptroller of Public Accounts; **Beverly L. Hatcher**, President, Golden Triangle Minority Business Council, Inc.; **Carlos A. Balderas**, HUB Program Director, Texas Department of Transportation



What is the HUB Mentor Protégé Program?

Chambers Room (Upstairs)

This workshop will provide a general overview of the Mentor Protégé Program. Panelists from several state agencies will provide details as to how their specific Mentor Protégé Programs operate, and increase opportunities for contracting and subcontracting with the State of Texas. Get an insider's view of how the agencies assist in the pairing of companies. Come away with a complete list of Do's and Don'ts.

Facilitator: **Sherice Williams**, HUB Operations Manager, Health and Human Services Commission

Panelists: **Tiffany Dockery**, HUB/Small Business Associate, University of Texas at Austin; **Fred Snell**, Assistant HUB Coordinator, Department of Motor Vehicles; **Allen J. Roberts, Sr.**, HUB Program Coordinator, Texas Department of Public Safety



How to Become a Texas Department of Information Resources (DIR) Vendor

Jefferson Room (Upstairs)

Learn how the State of Texas procures IT related products and services, and how vendors can bid on cooperative contracts that will be used by state, local and public education institutions across Texas, as well as public entities from other states.

Presenter: **Lisa Maldonado**, CTP, CTPM, CTCM, HUB Coordinator, Technology Sourcing Office, Texas Department of Information Resources

10:45 a.m. – 11:45 a.m. **(Concurrent Workshops)**



Growing Your Business Through Surety Bonds & SBA Loans

Orange Room (Downstairs)

Learn what it takes to get a Surety Payment & Performance Bond. Learn how the SBA can help your small business gain greater access to capital to foster faster growth.

Presenters: **Stephen S. Curry**, Economic Development Specialist, U.S. Small Business Administration; **Hopeton Hays**, Director, Office of HUB Development & Federal Small Business, The University of Texas System



Resources Veterans Are Leveraging for Career and Entrepreneurial Success

Chambers Room (Upstairs)

This workshop will focus on the services available to Veterans and their families from federal and state resources. Learn about the services provided by the Jefferson County Vet Center that prepare Veterans for reintegration into the civilian workforce and the services provided by the Texas Veterans Commission to assist Veterans with their entrepreneurial aspirations.

Presenters: **Duncan McGhee**, Manager, Veteran Entrepreneur Program, Texas Veterans Commission; **Lewis Harris**, Ed.D/NCC/ CADC, Team Leader, Jefferson County Vet Center #735



Ready, Willing & Able

Newton Jasper Room (Upstairs)

First impressions may affect how purchasers and prime contractors perceive you as a viable company. Often, your business communications and your online profile are first introductions to your company and its mission. Take away real-time strategies that you can use to ensure that your company is Ready, Willing & Able to do business with the state.

Presenters: **Ana Pereda**, Small Business Advisor, Lamar University-Beaumont, SBDC; **Conrad Cooper**, PCED, CGBP, Business Advisor, Lamar State College-Port Arthur, SBDC



County & Government Panel

Jefferson Room (Upstairs)

This workshop will be an integrated network of small business advocates of both County and Government entities providing insight on how it is imperative that vendors must register and certify their business. Learn about the essential fundamentals of the procurement process and the need to understand there is work that needs to be done up front before a small business can be awarded a contract.

Facilitator: **Beverly L. Hatcher**, President, Golden Triangle Minority Business Council, Inc.

Panelists: **Calvin W. Stephens**, President, SSP Consulting, L.C.; **Kenneth W. Adams**, District Director, USACE Galveston, Small Business Programs; **Deborah Syphrett-Clark**, Purchasing Agent, Jefferson County

11:45 a.m. – 12:45 p.m. **Luncheon**
(Entry to the Luncheon will be by Lunch Ticket. During lunch, the Exhibit Hall is closed.)

1:30 p.m. – 2:30 p.m.



One-on-One

Lunch Area

Meet face to face and discuss business opportunities with corporate entities, state agencies and institutions of higher education.

Facilitator: **Cassandra Johnson**, HUB Specialist, Texas Comptroller of Public Accounts

(Concurrent Workshops)



The construction panel will provide attendees the opportunity to learn about upcoming construction projects and tips on how to prepare their business for these projects. The panelists will provide a wide range of knowledge from a state agency, university and general contractor perspective.

Panelists: **Jeff Zimmerman**, Director of HUB & Procurement Programs, Texas A&M University System; **Maya Thornton**, HUB Program Director, University of Houston System; **Sharon B. Schultz**, HUB Director, Texas Department of Criminal Justice; **Jerry Vandervoort**, Project Executive, SpawGlass



This workshop will provide information on how to do business with the Texas Education Agency, local universities, colleges, school districts and the education service center.

Panelists: Allison Wright, Lamar State College-Port Arthur; Manuel G. Guerrero, Stephen F. Austin University; Tabitha Evans, Lamar State College-Orange



Presenting tools that will help small businesses market to state government. Learn how to obtain historical information on state government procurement and use it to formulate your marketing plan, as well as identify tools to assist your firm in business development.

Federal Contracting

The federal government is the country's biggest customer and buys almost everything! Learn how you can get a piece of the American pie. This workshop will allow you to gain an overview of the government market, identify resources which can assist you and get started in marketing your business.

THANK YOU TO OUR PARTNERS



Texas Department of Information Resources



Thank you to the HUB Discussion Work Group



Statewide Historically Underutilized Business Program

Contact Information

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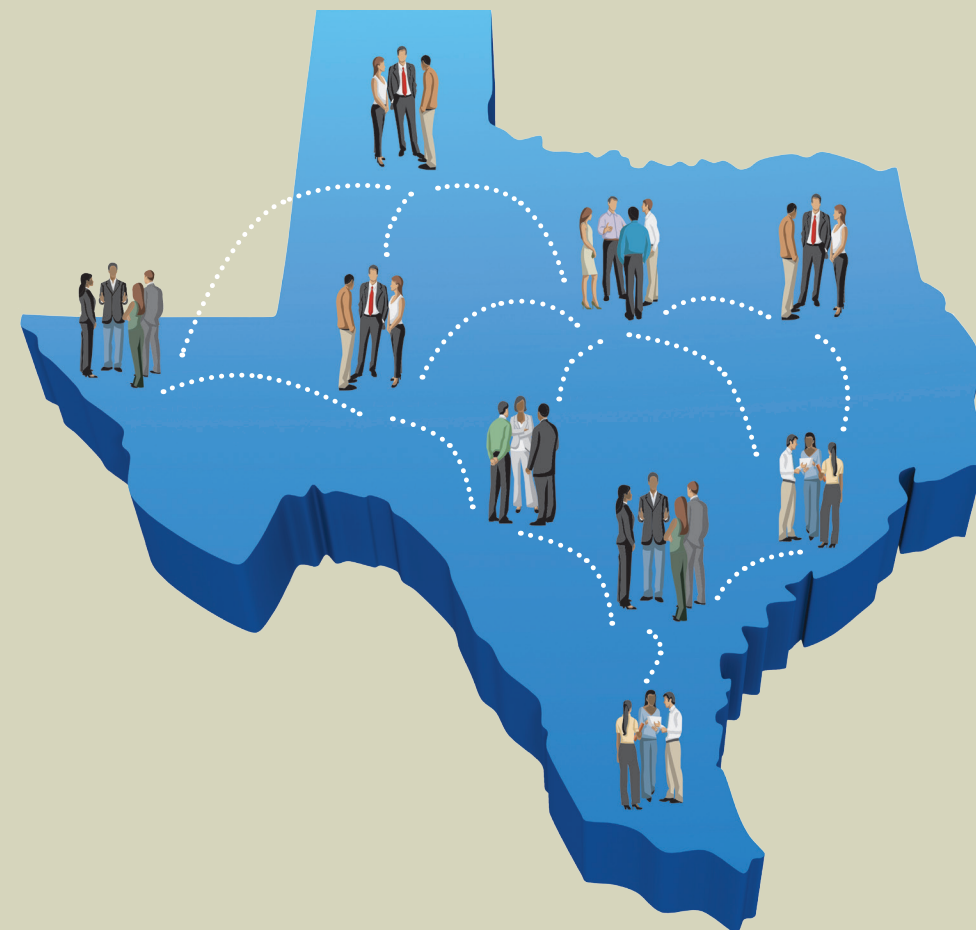
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Connect With The Power of HUBs.

Supplier diversity can be beneficial to both the seller and buyer.
Come learn about the state government procurement
process to maximize your partnership potential.

2016 Procurement Connection Seminar & EXPO

**Ford Park Event Center • 5115 IH-10 South
Beaumont, Texas 77705**

FEBRUARY 18, 2016



Statewide Historically Underutilized Business Program